

Message Text

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ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTe-00 INR-07 NSAE-00 RSC-01 FAA-00 SS-15 NSC-05 L-02

SSO-00 NSCE-00 INRE-00 /046 W
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FM AMEMBASSY LIMA

TO SECSTATE WASHDC IMMEDIATE 3514

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E.O. 11652: N/A

TAGS: EAIR, PE

SUBJECT: CIVAIR CONSULTATIONS

1. AT MEETING JANUARY 14, USDEL SAID IT PREPARED IN PRINCIPLE
PROCEED WITH AIRLINE TALKS BUT IT CONCERNED OVER SEVERAL
LOOSE END, AS FOLLOWS:

A. ALTHOUGH US HAD EXPRESSED ITS NEEDS (IN TERMS OF
ROUTINGS AND NUMBER FREQUENCIES), PERU DEL HAD NOT DONE SO
IN CONCRETE FORM. IN DISCUSSION THAT FOLLOWED, BERCKEMEYER
COMMENTED IN GENERAL TERMS RE NEEDS ON PARTICULAR ROUTE SEG-
MENTS. FOR EXAMPLE, HE SAID THAT THERE WAS EQUIPMENT PROBLEM
IN SERVING LOS ANGELES BUT NOT NEW YORK. PROBLEM IN LIMA-
RIO, FOR EXAMPLE, WAS THAT BRANIFF'S FIFTH FREEDOM CARRIAGE
AND NUMBER FREQUENCIES PRECLUDED AEROPERU FROM ENTERING
MARKET. WHILE NOTHING SUBSTANTIALLY NEW WAS REVEALED, IT
APPEARED BERCKEMEYER WAS TRYING TO BE RESPONSIVE. IN ALL
EXAMPLES DISCUSSED HE AGREED THAT THERE MIGHT BE POSSIBILI-
TIES FOR BRANIFF ASSISTANCE IN ORDER ACHIEVE HIGHER
BRANIFF FREQUENCY LEVELS THAN SPECIFIED IN PERMIT.

B. WHILE US WISHED DEFER DEFINITIVE SOLUTION TO QUES-
TION OF FUTURE FREQUENCY INCREASES UNTIL AFTER AIRLINE
TALKS, IT WAS ESSENTIAL TO US THAT SOME ARRANGEMENT BE
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PART OF OVERALL PACKAGE AGREEMENT. WE SUGGESTED POSSIBIL-

ITY OF CAPACITY FREEZE AFTER UNSUCCESSFUL EX POST FACTO CONSULTATIONS AND OTHER VARIATIONS OF PRESCREENING PAPER. PERU DEL SAID THESE IDEAS WERE COMING CLOSER TO SOLUTION BUT IT COULD NOT PREJUDICE ITS RIGHT DISAPPROVE FREQUENCY INCREASES. IT VOLUNTEERED, HOWEVER, THAT IT MIGHT BE POSSIBLE INCLUDE IN 3 YEAR PERMIT ISSUED TO BRANIFF SPECIFIC INCREASES WHICH COULD BE IMPLEMENTED AFTER STATED PERIODS OF TIME.

C. US REALIZED PERU WAS NOT GOING TO AGREE THAT AIR-LINE TALKS SHOULD ASSUME BRANIFF'S 24 FREQUENCIES, AND USDEL WAS NOT GOING TO AGREE THAT TALKS SHOULD ASSUME ONLY 15 AS A BASE. SOLUTION WAS THAT EACH AIRLINE WOULD PROCEED IN TALKS ON THE BASIS OF ITS NEEDS, WITH OBJECTIVE TRYING MEET OTHER'S NEEDS. AFTER SOME FURTHER RITUAL, PERU DEL ACCEPTED THIS FORMULATION.

2. STYLES THEN TOLD BERCKEMEYER PRIVATELY THAT BRANIFF READY TO PROCEED WITH TALKS AND WOULD, SUBJECT TO CONFIRMATION, SEND LAWRENCE AND OTHER SENIOR OFFICIALS FOR MEETING ON THURSDAY IF BERCKEMEYER COULD GUARANTEE PRESENCE OF PRESIDENT AEROPERU AND OTHER SENIOR OFFICIALS. AFTER PHONE CALL, SUCH MEETING ARRANGED, SUBJECT TO CONFIRMATION BY US SIDE RE TIMING.

3. ALTHOUGH FINAL ARRANGEMENTS NOT YET COMPLETED AS OF LATE TUESDAY AFTERNOON, IT APPEARS AIRLINE TALKS WILL BEGIN THURSDAY, WITH DELEGATIONS RECESSING UNTIL COMPLETED. PROSPECTS RETURN OF USDEL THIS WEEK ARE THEREFORE GROWING INCREASINGLY SLIM.
BARNEBEY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, MEETING AGENDA, MEETINGS, AIR ROUTES, AIR SCHEDULES
Control Number: n/a
Copy: SINGLE
Draft Date: 14 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LIMA00355
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750014-0693
From: LIMA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750154/aaaabvim.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 11 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 SEP 2003 by WorrelSW>; APPROVED <14 OCT 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR CONSULTATIONS
TAGS: EAIR, PE, US, BRANIFF
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006